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P.440 If good sensitivity be the condition that makes better thinking possible, it is evident that this sensitivity is ^{my} our first problem ^{with} ~~with which~~ we must be concerned ^{was} instead of dwelling ^{with} the various outcomes based thereon.

P.441 As the mass supporting the iceberg can be estimated by the fraction protruding above the surface, not the peak being really important to the ship but what lies supporting it and with which the hull may collide, so it is with the basis of intelligence in man and its tangible outcomes.

what is really important is the substance of the mind, the basis of intelligence is reasoning. It is no longer a matter of like manner

P.442 Once we have the method of ascertaining (by what is in view) the part of the floe which lies submerged, we can arrive at a correct solution of the relative sizes of each fraction. In man, though, ^{we have a different} there is no measure to perform the same test-operation, no ^{outside} mechanical method sensitive enough to obtain like results.

Man is like an iceberg and his actions form the visible part of him. Now if man's mind worked correctly, worked intelligently, ^{worked consistently} it would be a simple matter to know his mental quality, as his actions would ^{they} be a true translation of his mind.

But this is only true of the exceptional human being, not of the average, whose mental world is in a state of chaos, ^{and of this nature} ~~productive~~ of ~~distracted~~ thinking that makes not only to himself but ^{impossible} for others like him ^{for now at an} ~~an intelligent appreciation~~ ^{judgment} of his mental processes through evaluation of his behavior.

^{while} Then, as an iceberg can be measured, being not subject to extreme change because it has, in its usual environment, a relative